

Message Text

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53

ACTION EB-11

INFO OCT-01 AF-10 ISO-00 CAB-09 CIAE-00 COME-00 DODE-00

DOT-00 INR-10 NSAE-00 RSC-01 FAA-00 AID-20 XMB-07

L-03 DRC-01 /073 W

----- 012015

R 141225Z MAY 74

FM AMEMBASSY KHARTOUM

TO SECSTATE WASHDC 8125

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E.O. 11652: N/A

TAGS: BEXP, SU

SUBJ: POSSIBLE SALE BOEING 737S TO SUDAN AIRWAYS

REF: A. STATE 094141; B. KHARTOUM 996

1. SUMMARY: SUDAN AIRWAYS (SA) BOARD RECOMMENDATION ON SELECTION TWIN JET AIRCRAFT FOR AIRLINE NOW BEFORE MINTRANS-PORTATION. INDICATIONS ARE THAT IT IN FAVOR BOEING 737S. MINISTER'S DECISION EXPECTED WPTHIN TWO DAYS, BUT THIS TOO PERHAPS SUBJECT TO HIGHER REVIEW. END SUMMARY.

2. INFO REF A RE EXIM AGREEMENT SUPPORT BOEING PROPOSAL TO SA ON SALE 737 AIRCRAFT, BOTH ENCOURAGING IN ITSELF AND MOST TIMDTY. AS INDICATED REF B, SA BOARD WAS DUE MEET MAY 11 TO CONSIDER REPORT OF EVALUATION COMMITTEE ON MERITS OF VARIOUS TYPES AIRCRAFT UNDER CONSIDERATION AND TO MAKE RECOMMENDATION RE FINAL CHOICE TO MINISTER TRANSPORT. EMBOFF WAS ABLE CALL SA CHAIRMAN ABDEL BAGI MAY 9 AND CONFIRM HE HAD RECEIVED NEWS EXIM DECISION FROM BOEING. ABDEL BAGI EXTREMELY PLEASED. HE NOTED MINTRANSPORT HAD JUST RETURNED FROM STATES PESSIMIKTIC ABOUT LIKELY EXIM RESPONSE AND HE (ABDEL BAGI) THEREFORE PARTICULARLY LOOKING FORWARD PASSING ON GOOD NEWS TO MINISTER.

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3. WE HAVE NOW FOLLOWED UP MAY 14 WITH ABDEL BAGI AND

HE INFORMS US THAT BOARD RECOMMENDATION IS NOW ON MINTRANSPORT'S DESK AND THAT HIS DECISION EXPECTED WITHIN TWO DAYS. ABDEL BAGI NATURALLY SOMEWHAT CONSTRAINED AT THIS STAGE RE SPECIFICS BOARD RECOMMENDATION, BUD DID, WITH FORETHOUGHT, SAY "YOU HAVE NO REASON TO WORRY."

4. COMMENT: SO FAR APPARENTLY SO GOOD. WE HAVE FELT THAT OUR LOW KEY APPROACH OVER PAST SIFBAEIGHT WEEKS ON THIS POTENTIAL SALE WAS BEST COURSE, BOTH BECAUSE, AS NOTED BY AMBASSADOR (REF. A), SA OFFICIALS THEMSELVES WANT 737 AND BECAUSE OUR STANCE PRESENTED FAVORABLE CONTRAST TO EXTREME PRESSURE ON SA FROM OTHER SOURCES, PARTICULARLY BAC ON BEHALF 111, PRESSURE WHICH DID NOT WIN FRIENDS IN SALM WITH MAJOR ASSIST IN FORM EXIM DECISION, THIS COURSE APPEARS HAVE PROVED SUCCESSFUL TO DATE. RE NEXT STEP, WE EXPECT MINISTER TO GO ALONG WITH SA BOARD, BUT WHETHER FURTHER CONCURRENCES, FROM SUCH AS MINFINANCE AS WELL AS DR. BAH A EL-DIN MOHD IDRIS, MIN OF STATE TO PRESIDENCY INVOLVED IN SUCH MATTERS, ALSO REQUIRED REMAINS BE SEEN. EMBASSY WILL ANY CASE DO WHAT POSSIBLE TO KEEP BOEING IN LEAD.
SANDERSON

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